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September/October 2018



BILL MCALLEN

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**COVER:** A christening ceremony was held onboard ACL's *Atlantic Star* at the Dundalk Marine Terminal. Photography by Bill McAllen.

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**EXECUTIVE VIEW**

## Port Lauds Success of Warehouses, Distribution Centers; Welcomes New ACL Vessel

One of the strengths of the Port of Baltimore is its unique geographic location. We are located further inland than any other East Coast port. We are also positioned immediately off Interstate 95, the main street of the U.S. East Coast, and only minutes away from Interstate 70, a direct link to the Midwest.

We have also had significant growth in our key cargo commodities in the last several years. These are all contributing reasons to the increase in warehousing and distribution centers within our region.

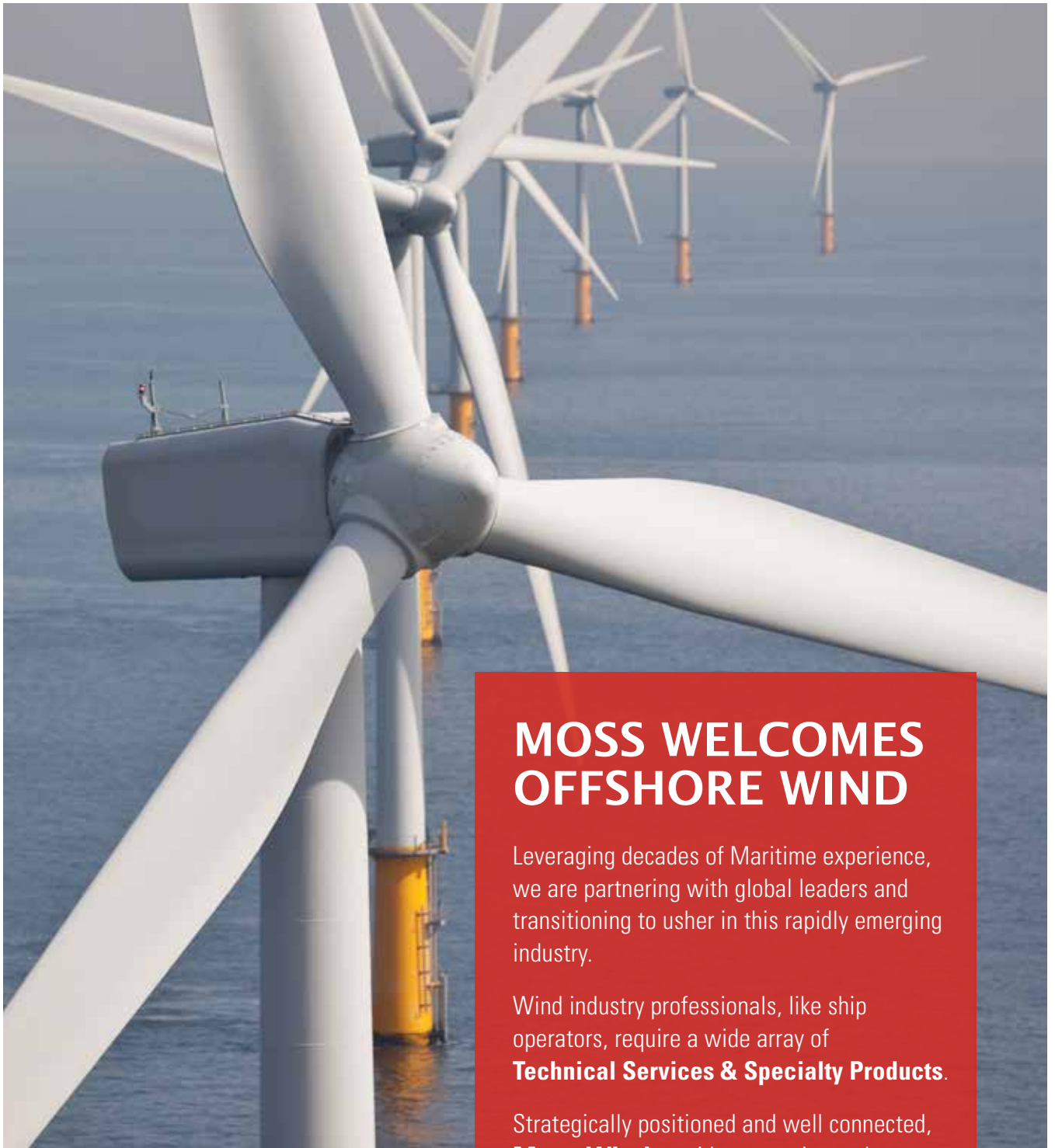
In this issue of *Port of Baltimore* magazine, we take a closer look at our region as a burgeoning area for warehouses and distribution centers, including the amount of warehouse space that has dramatically increased in our region in the past 10 years.

We are also very happy to highlight one of our key business partners, Atlantic Container Line. The Port was very honored recently to christen ACL's newest G4 vessel, the *Atlantic Star*. ACL has been a presence in the Port for decades. The G4 ships are the largest multipurpose container roll-on/roll-off ships ever constructed.

ACL has been a significant reason for our success as the largest roll-on/roll-off port in the U.S. and one of its busiest container ports. We congratulate them on their new G4 vessels and thank them for allowing us the opportunity to officially welcome the *Atlantic Star* at the Port.



**James J. White**, Executive Director  
*Maryland Department of Transportation Maryland Port Administration*



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# SOUNDINGS

**The Happenings In and Around the Port** — Send us your news for a possible item in the Soundings section in the *Port of Baltimore* Magazine. Email [todd.karpovich@todaymediacustom.com](mailto:todd.karpovich@todaymediacustom.com).

## NEWSMAKERS

### Choptank Transport, MTC Logistics Named to *Food Logistics*' 2018 Top 3PL & Cold Storage Providers List

Choptank Transport and MTC Logistics were named to the 2018 Top 3PL & Cold Storage Providers list by *Food Logistics*, a publication dedicated to covering the movement of products through the global food supply chain.

The Top 3PL & Cold Storage Providers list serves as a resource guide of third-party logistics and cold storage providers whose products and services are critical for companies in the global food and beverage supply chain.

"Choptank invested early in the technologies that help improve both customer and carrier experiences," said Geoff Turner, President and CEO of Choptank Transport.

"We are now able to provide efficiency and visibility like never before, and that's exactly what our customers want. We've also invested in additional specialty services, like our dry LTL, cold LTL, intermodal and cross-border services, making us a desirable multimodal provider."

"We have invested heavily in our people, processes, systems and facilities to provide seamless temperature-controlled supply chain solutions for our customers. This recognition is validation of our initiative to operate as our customers' logistics departments," said Ernie Ferguson, VP of Sales with MTC Logistics. 🌐



## NEWSMAKERS

### Wallenius Wilhelmsen's *Salome* Flashes New Colors

Wallenius Wilhelmsen Ocean's first vessel proudly repainted in the new company colors — *Salome* — visited the Port of Baltimore in September. The vessel, carrying roll-on/roll-off cargo, arrived from Asia and then sailed on to Europe.

BILL MCALLEN

## EVENTS

# BME Hosts Annual Port Party and Shrimp Feast

Several hundred guests attended the 15th Annual Baltimore Maritime Exchange (BME) Port Party and Shrimp Feast at the Vane Brothers Campus in Fairfield. The party has taken place on the third Wednesday in September since the inaugural event in 2004.

The Maryland Department of Transportation Maryland Port Administration (MDOT MPA) and numerous waterfront-related businesses, members and friends sponsored and attended the event.

The Baltimore Maritime Exchange is a nonprofit, membership-supported vessel-traffic information service founded by the Chamber of Commerce in 1899 and has been an independent nonprofit since 1954. 🌐



PHOTOGRAPHY COURTESY OF VANE BROTHERS



➤ (Top right) David Stambaugh, General Manager of the Baltimore Maritime Exchange, addresses the festive crowd. (Above) C. Duff Hughes of Vane Brothers and James Bartlett of Semmes, Bowen and Semmes. (Right) Nathan Hauser of Moran Towing, Captain Mike Reagoso of McAllister Towing, Jack Leishear of Norton Lilly International, Jeff Feeney of the MDOT MPA, and Paul Swensen of Moran Towing.



⬆ Liz Wainwright of the Merchants Exchange of Portland, Oregon, Lisa Himber of the Maritime Exchange for the Delaware River and Bay, and Capt. Lynn Korwatch of the Marine Exchange of the SF Bay Region.

⬆ Ingrid Londono of the BME, Joseph Wyatt of the Association of Maryland Pilots, and Brittany Mills of the BME at the welcoming table in the lobby of Vane Brothers' headquarters.



## EVENT

# Teaching Teachers About Port Careers

Area teachers are ready to unload a container full of knowledge about the Port of Baltimore.

Thanks to the Transportation, Distribution and Maritime Logistics (TDML) Education Externship, 19 educators from Baltimore County Public Schools (BCPS), Anne Arundel County Public Schools, the University of Baltimore and the Community College of Baltimore County (CCBC) took a crash course in career opportunities at the Port and how to help their students prepare for them.

"This is an opportunity for the whole week where educators, high school teachers, college faculty, guidance counselors and career coaches can come out and learn about the transportation and logistics industry," said Kipp Snow, CCBC Externship Coordinator. Assisting Snow with planning and organizing the course were Scott Senko, a Port captain for the NYK Line in Baltimore, and Katrina Jones, Outreach Coordinator for Maryland Department of Transportation Maryland Port Administration's (MDOT MPA) Harbor Development. Senko and Jones are co-chairs of the Education and Outreach Committee at the Baltimore Port Alliance (BPA), which supports the externship.

**"We hope the teachers take an enthusiasm for Port-related career paths back to their classrooms to inspire the next generation of maritime port logistics workers in the Port of Baltimore."**

— *Katrina Jones, Outreach Coordinator, MDOT MPA*

Offered at CCBC's Dundalk campus, the course focused on how teachers can explain the path, training and education students need to start any type of career supported by the Port. There are plenty of such careers to choose from — about 13,650 jobs at the Port with another 127,600 linked to Port activities. In high school, BCPS students can take dual credit courses at CCBC and earn high school and college credit. After graduation, students can earn TDML certification or an associate degree in applied science to gain particular knowledge for securing industry-specific jobs.

Teachers toured public and private facilities, including Domino Sugar, Rukert Terminals, C. Steinweig, MTC, Norfolk Southern and CSX facilities, Tradepoint Atlantic, Masonville Cove, U.S. Coast Guard facilities, the Seagirt

Marine Terminal and the N/S *Savannah*.

"The most interesting thing to me is the amount of business around the Port of Baltimore. I had no idea," said Lynette Loudon, computer science teacher at Woodlawn High School. "When I go through the tunnel, I pass the salt mountains ... and you see all of that, but you don't really understand what's going on."

Chesapeake High School engineering teacher Kafi Kwaw is eager to show his students the possibilities. "The opportunities are vast. There are so many things that connect with engineering," he said. "A lot of hands-on things that some of my students who may not go the engineering route could definitely pursue. There's such a great need for those types of workers."

The annual program also provides continuing education credit for teachers.

"We hope the teachers take an enthusiasm for Port-related career paths back to their classrooms to inspire the next generation of maritime port logistics workers in the Port of Baltimore," said Jones. 🌐



Watch a video about the experience at [www.youtube.com/c/PortofBaltimore](http://www.youtube.com/c/PortofBaltimore).

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**EVENTS**

## Port Celebrates 'Trucker Appreciation Day'

The Port of Baltimore celebrated "Trucker Appreciation Day" in September. Maryland Department of Transportation Maryland Port Administration employees handed out goodie bags to thank the truckers for helping move a record amount of goods. 🌐



**NEWSMAKERS**

## Ceres Recognizes Team Members Who Saved a Life

Ceres recognized Blake Taylor, Joseph Krueger and David Lohr for going the extra nautical mile to help save the life of a truck driver earlier this year.

After securing his load on June 21, 2018, an over-the-road truck driver returned to the checking window and advised that he was experiencing chest pain and tingling in his arms. The truck driver was promptly brought into Ceres' Baltimore office where he received immediate attention from three clerks: Blake Taylor, Joseph Krueger and David Lohr.

In preparation for a worst-case scenario, the Automated External Defibrillator (AED) was activated and manned, and the Ceres team tended to the truck driver until medics arrived. It was this quick reaction from the three-man team that enabled responders to safely transport the truck driver to Johns Hopkins Hospital where he received lifesaving medical care. 🌐





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# GreenPort



Environmental Stewardship at the Port of Baltimore *BY MARY MAUSHARD*



## Innovative Sand Filter Increases Runoff Management

The Maryland Department of Transportation Maryland Port Administration (MDOT MPA) is always looking for innovative ways to manage storm water. Due to the full development, age and activity of the terminals, MDOT MPA is limited in how to treat storm-water runoff and meet current water-quality standards.

That's why an above-ground sand filter that was recently installed at the Dundalk Marine Terminal is being hailed as a novel approach to storm water management and a good use of grant funds.

This sand filter is a vertical apparatus that takes in water and allows it to flow slowly through layers of sand, which filters the water, cleaning it before it goes into the Chesapeake Bay. Different grades of sand layered in the filter help remove pollutants from the water.

The sand filter project began with a grant from the Maryland Department of Natural Resources (DNR) and an idea from Michael Furbish, President of Furbish Co., a leading green-roof developer and MDOT MPA partner in environmental projects.

The original grant was to install two green roofs of a half-acre each. When one roof was completed, Furbish proposed to Bill Richardson, Environmental Manager for MDOT MPA, that if they could find a way to install a sand filter in a parking lot and tie it to the existing storm drain system, the Port could treat much more rain water than with a roof.

With DNR approval to redirect grant funds, they began work on the project.

“It’s an idea that enables us to treat more surface. This project is a good example of our commitment to environmental stewardship and supports the sustainability goals of the MDOT MPA.”

— Bill Richardson, Environmental Manager for MDOT MPA

“We could build it above grade; most sand filters get built into the ground,” said Furbish. That would provide the innovation the grant required. And by draining two or more acres of parking lot, MDOT MPA would be treating much more water than a roof could handle and creating a strategy that others could replicate.

“The project is extremely important to MDOT MPA as a way of dealing with storm water and helping it comply with improved water-quality standards,” said Richardson. He added that the area being treated can be expanded. “It’s an idea that enables us to treat more surface. This project is a good example of our commitment to environmental stewardship and supports the sustainability goals of the MDOT MPA.”

Richardson is enthusiastic about the partnership with Furbish, and for this project, with The Center for Watershed Protection, which was part of the design team. “It’s a very good collaborative project that is highly successful.”

Furbish, too, is pleased with the sand filter outcome. “It’s one of the best things we did for MDOT MPA. We are demonstrating that there are clever approaches that others are not thinking of.”

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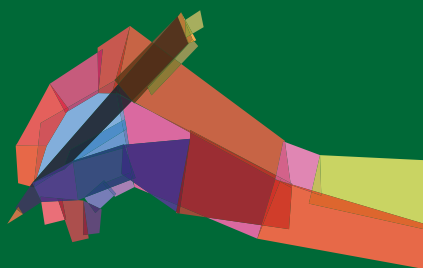


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## Grant Writers Find More Than Dollars in Successes



The Port of Baltimore's highly successful air-quality improvement programs, to cut diesel emissions and make the air cleaner for the Port and its neighbors, depend on federal dollars that come through grants. Winning those grants is largely the work of two grant writers at Port-related organizations.

Ted Kluga of the Maryland Environmental Service (MES) and Susan Stephenson of EcoLogix Group have excellent track records of bringing funds to the Port for its diesel emissions-reduction programs. During the last 10 years, they have worked on grants awarded under the Diesel Emissions Reduction Act (DERA), which has made it possible to make improvements in dray trucks, cargo-hauling equipment and diesel locomotives.

They have won eight grants, totaling about \$6.4 million, from the Environmental Protection Agency (EPA). "When we've been successful, we've received nearly the full amount [requested] and sometimes more," said Stephenson, a Senior Associate at EcoLogix, an environmental strategy firm.

"The Port is trying to be a good neighbor, but you have to balance the economics with the benefits," said Kluga, MES Grants Administrator and Agency Energy Coordinator. The grants create that balance.

Through the dray truck program, for instance, the Maryland Department of Transportation Maryland Port Administration (MDOT MPA) has replaced 173 trucks since 2012. Replacement of these independently owned short-haul trucks with newer, cleaner models reduces the emission of pollutants with known health and environmental impacts.

The grants have another upside. "There is also an economic benefit for the individual trucker," said Kluga. Grants provide up to \$30,000 for the purchase of a new, or newer, model that meets the most current emissions standards. Because many of the dray truckers are one-person-one-truck operations, this payment is a huge boon to them, as well as to the Port's air quality.

Kluga and Stephenson often work on the grants together, with Stephenson doing most of the actual writing. Kluga and MES apply for the grants through the Port and manage the submission process and implementation of the awarded grants. "We serve as the point of contact with the EPA; we manage the grants and all the reporting," Kluga said of his agency's role.

The MES also has the pleasure of getting the money to the truckers. "The Port likes us because we can cut a check quickly," Kluga said. This is particularly important because, under the grant regulations, the old truck must be dismantled and scrapped, putting the trucker out of service for days if he cannot complete the purchase of his new truck soon thereafter.

"If the trucker sat for a couple weeks, the program would not be as successful," Stephenson said.

Though the grants and the EPA programs have had "significant effects" on the Port's air quality, they also have other effects that please the two grant writers. "The real payoff is seeing a worthwhile project funded with various benefits," said Kluga. Stephenson concurred: "I see the outcomes that can happen on the other end. Seeing the new equipment is very satisfying." 🌍

## EPA Grant Spurs Cargo-Handler to Replace 20-year-old Trucks

The Maryland Department of Transportation Maryland Port Administration (MDOT MPA) continues to make progress in replacing older heavy-duty diesel equipment with new equipment that meets current federal standards for emissions reduction. In late 2016, the Environmental Protection Agency (EPA) awarded MDOT MPA \$978,302 to replace/repower 26 pieces of cargo-handling equipment and install automatic start/stop devices on six locomotive engines.

Through this grant, BalTerm, one of the Port's leading handlers of imported forest products, was able to replace three 16,000-pound-capacity lift trucks with new Taylor TLX-160 lift trucks. "BalTerm was excited to have the opportunity to participate for the second time in the Port of Baltimore's Diesel Equipment Upgrade Program," said Jeremy Riddle, General Manager of BalTerm. The replaced trucks were on average 20 years old.

"These Taylor lift trucks will be employed at our South Locust Point paper terminal, handling rolls of paper imported from Europe," Riddle explained. "The Taylor TLX-160 is equipped with an EPA-certified Tier IV Cummins diesel engine, as well as the Taylor Integrated Control System, which in addition to displaying fuel usage and emissions data, allows us to control idle time by shutting down the engine after a preset period at idle.

"The grant program allows us to accelerate our replacement program," Riddle said. "We look forward to applying for future grant opportunities and thank the Maryland Port Administration and the Maryland Environmental Service for coordinating and administering the grant program for the entire Port community."

As part of the Logistec Group, BalTerm is a member of Green

Marine, a voluntary environmental benchmarking and certification program for the maritime industry. To receive certification, participants must benchmark their annual environmental performance through the program's self-evaluation guides and have their results verified by an accredited external verifier. The program allows BalTerm to gauge its performance and develop a plan to reduce emissions from operations.

"Early replacement of diesel equipment is a key component of MDOT MPA's strategy to reduce air pollution and emissions associated with the transport of goods to and from the Port of Baltimore" said Barbara McMahon, MDOT MPA Manager of Safety, Environment & Risk Management. "The commitment by program participants like BalTerm to support equipment replacement is critical to the success of the program." 🌐



We look forward to applying for future grant opportunities and thank the Maryland Port Administration and the Maryland Environmental Service for coordinating and administering the grant program for the entire Port community."

— Jeremy Riddle, General Manager of BalTerm



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## Role Model Helps Youngsters Build Sea-bots, Learn Sound Environmental Practices



*Students from Baltimore-area middle schools ended their summer environmental course with a field trip to Masonville Cove, where they water-tested their sea-bots. The program was part of Safe Alternative Foundation for Education (SAFE), established by Van Brooks Jr., center, after the football injury that changed his life's plans.*

**EVERY CHILD SHOULD BE LUCKY ENOUGH TO HAVE A FEW “NORTH STARS”** — those trusted adults who help guide their way. For many children, Baltimorean Van Brooks Jr. is their North Star.

After much personal adversity, Brooks founded the Safe Alternative Foundation for Education (SAFE), providing free after-school and summer educational and vocational programs for middle school students. The SAFE Center also stresses the importance of an education and alternate career plans if life throws you a curve ball, as it did Brooks.

At Loyola Blakefield High School, Brooks excelled at sports and may have been headed for a professional sports career. During a routine tackle, however, he broke his neck and was paralyzed from the neck down. Brooks did graduate high school and Towson University on time. After eight years of physical therapy, he is able to take steps. SAFE is the outgrowth of his accident and recovery.

The Maryland Department of Transportation Maryland Port Administration (MDOT MPA) is a supporter of Brooks' educational programs. Because Brooks' father, Van Brooks Sr., is a longshoreman at the Port, Brooks is familiar with the many career and youth opportunities the Port offers.

This summer, a group of Baltimore youth attended an eight-week SAFE program to build sea-bots, underwater gadgets with remote controls that can

be used to perform tasks in the water. With a grant from the Chesapeake Bay Trust, Brooks created hands-on lessons with a mix of design, engineering and environmental education components about the Chesapeake Bay ecosystem.

Made of PVC pipe and pool noodles, to which a camera can be attached, and operated via remote control, the sea-bots were inspired by the trash wheel at Masonville Cove. “The trash wheel captures trash and helps keep the water



clean. We developed the sea-bots to try to do something similar, of course on a much smaller scale," said Brooks.

"It's an introduction to everything that we're trying to teach the students as far as their actions and their community, their environmental footprint and the importance of keeping trash out of the river."

In August, the students took two field trips to test their sea-bots, in a swimming pool and then in the Patapsco River at Masonville Cove. During the second field trip, MDOT MPA offered the students a day of classes and an opportunity to see Captain Trash Wheel in action.

The students found the experience, which provided them with knowledge that they could then use in their lives, both challenging and fun. "I think it's really interesting how someone can just think of the idea, and it can have a big impact on our environment," said one student.

"I can't tell you what it means to me to know Van Brooks. His passion for helping students dream big is an inspiration for me personally. He is one of my North Stars," said Barbara McMahon, MDOT MPA's Manager of Safety, Environment & Risk Management. 🌐



The video of the students' day at Masonville, "Inspired by Baltimore's Trash Wheels, Students Take Sea-bots for a Spin," can be found at [www.youtube.com/watch?v=bPfpVhkfQTo](http://www.youtube.com/watch?v=bPfpVhkfQTo)

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# A Productive Partnership

WAREHOUSING,  
DISTRIBUTION CENTERS  
**BOOM** AT THE PORT

*BY TODD KARPOVICH*



T

he Port of Baltimore boasts a strategic location in the mid-Atlantic region and some of the finest maritime infrastructure in the world.

As a result, the Port is an attractive location for some of the most successful and biggest warehousing, storage and distribution services.

Warehousing operations have grown steadily, according to research by CBRE Group, Inc., a commercial real estate services and investment firm.

Since 2008, overall industrial real estate has grown to include 26 million more square feet of warehouse space and 120 more warehouses. The large warehouse footprint (over 500,000 square feet) has grown by 50%.

“Our proximity to the Port’s container terminal operated by Ports America Chesapeake means we can turn containers faster, turn more containers, load containers heavier with more cargo and respond more quickly to customer needs, which translates to lower costs for those that utilize our services,” said Brooks Royster, President of MTC Logistics. “Our location next to the Port is not by accident. It was quite purposeful.”

**MTC LOGISTICS** has been operating temperature-controlled distribution centers in Baltimore for nearly a century. In 2013, the company expanded its Chesapeake Commerce Center adjacent to the Seagirt Marine Terminal. The facility encompasses more than 9 million cubic feet and offers about 32,000 racked pallet positions.

As the Port’s container traffic continues to increase organically and with the addition of new ocean carrier services, MTC expects its business to grow as well. Royster calls it “truly a symbiotic relationship.”

“We have built our facilities in phases,” Royster said. “There is no reason to believe we are through doing so. As business grows, expansion is embraced.”

**ACE LOGISTICS** uses its strategic location near the Port to develop key partnerships and new ways to grow. The warehousing and logistical services firm has easy access to both the Port and I-95 to keep cargo moving. Ace Logistics’ main headquarters is also served by Canton Railroad, which is beneficial to its client base in the movement of goods.



1.8 million  
square feet

Alec Hajimihalis, Co-Owner of Ace Logistics with his brother Gus Hajimihalis, said the Maryland Department of Transportation Maryland Port Administration (MDOT MPA) and Ports America Chesapeake have been effective, strategic partners.

"The Port of Baltimore marketing team and support staff are very competent and diligent in their follow-up,"

Alec Hajimihalis said. "Ports America has assembled an effective management team that is responsive to our needs."

In recent years, Ace Logistics has developed several innovations with its warehousing, storage and distribution services. For example, the company added extensive lot code tracking and managed to diversify the portfolio of products/commodities that it handled. Ace Logistics also obtained Foreign Trade Zone (FTZ) designation and added outside FTZ storage.

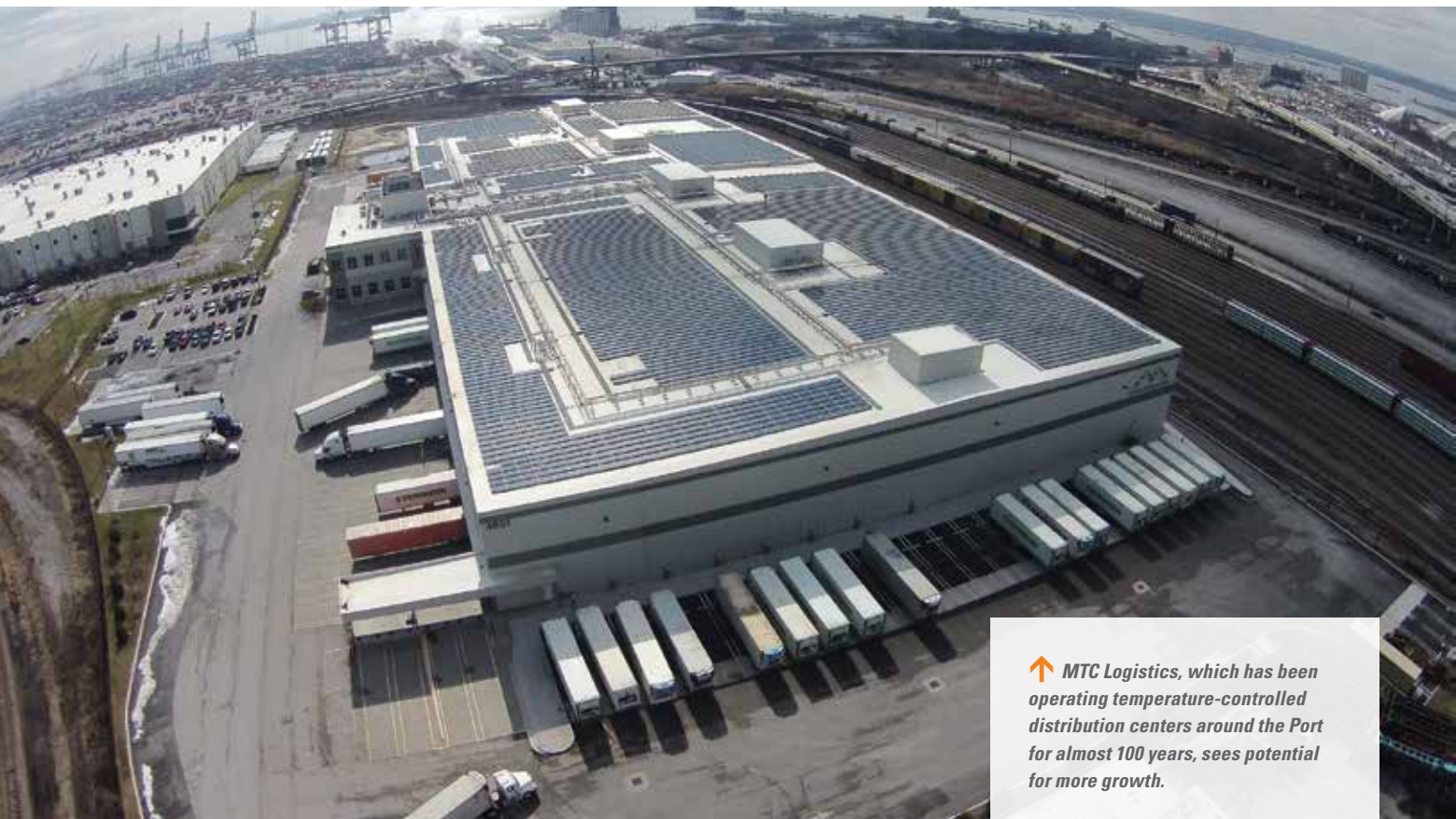
Ace Logistics plans to double its footprint by the end of 2018 with two additional buildings on nearby Haven Street and Holabird Avenue.

**BELTS LOGISTICS SERVICES** has been working around the Port since 1845 and has taken advantage of the strategic location. Products coming through the Port can reach one-third of the U.S. population and two-thirds

of the U.S. economy overnight.

"Maryland's world-class port facilities and superior highway infrastructure make our facilities the shortest and quickest route into the nation's heartland," said Larry Smith, Belts' Vice President for Business Development. "The Baltimore/Washington area is the nation's second wealthiest and fourth largest consumer market. Against this backdrop, Belts Logistics has two major distribution facilities less than two miles from the Port.

"Our proximity to the Port allows us to get more container turns per day



↑ **MTC Logistics**, which has been operating temperature-controlled distribution centers around the Port for almost 100 years, sees potential for more growth.



← *Ace Logistics has a strategic presence at the Port and plans to double its footprint by the end of 2018 with two additional buildings.*

and keeps our customers from paying long-distance drayage rates,” he explained. “We can respond quickly to urgent requests for drayage support, for example, from customers who are on their ‘Last Free Day’ before their ship lines will begin assessing them for demurrage charges.”

With multiple terminals handling the full spectrum of imported goods, a wide array of logistics providers is needed to support continuous operations, according to Smith. As a result, it’s possible for multiple logistics providers to thrive and grow simultaneously without excessive head-to-head competition.

The bulk-freight handlers and forest-product experts, for example, don’t compete with the packaged goods handlers, Smith said. And companies that handle roll-on/roll-off vehicles don’t compete directly with companies like Belts, which provides such services as highly regulated food-grade handling, FTZ storage and air-conditioned cooler storage to protect fine international wines exported to Baltimore from all over the world.

“Everyone in the POB community is rooting and actively working for the Port’s success. Knowing full well that their own individual levels of success are, in part, by-products of the Port of Baltimore’s success, stakeholders collaborate in multiple ways to help the Port succeed,” Smith said.

For example, U.S. Customs House brokers and freight forwarders work together in the Baltimore Customs Brokers & Forwarders Association (BCBFA), while Port-related business leaders interact with Baltimore City officials in the Baltimore Industrial Group (BIG).

At the federal level, private and public service providers solve burgeoning issues in the Federal Agency Quality Working Group (FAQWG). Other major associations helping to keep the Port of Baltimore strong are the Baltimore Port Alliance (BPA), the Baltimore Maritime Exchange (BMX), the Women’s Traffic Club (founded in 1934), the Propeller Club and the Maryland Motor Truck Association (founded in 1935), to name a few.

“Our customers love how quickly they can access their containers at the POB once their ships arrive,” Smith said. “Baltimore competes very well against the ‘Big Guys’ – the Ports of New York, New Jersey and Los Angeles – with relatively lower levels of delays and congestion. The Port provides Belts with opportunities to service customers who are pleased with its many competitive advantages. Over the years, introductions from members of the Port community have created many long-term relationships for Belts.”

The MDOT MPA promotes the Port to businesses around the world,

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**“ Maryland’s world-class port facilities and superior highway infrastructure make our facilities the shortest and quickest route into the nation’s heartland. The Baltimore/Washington area is the nation’s second wealthiest and fourth largest consumer market. Against this backdrop, Belts Logistics has two major distribution facilities less than two miles from the Port.”**

*— Larry Smith, Belts’ Vice President for Business Development*



**↑ Belts Logistics Services takes advantage of the Port’s strategic location where products can reach one-third of the U.S. population and two-thirds of the U.S. economy overnight.**



**1.3 million  
square feet**

and when these businesses end up choosing the POB they sometimes end up choosing Belts Logistics as their logistics partner, according to Smith.

“The MPA also does an excellent job playing ‘matchmaker’ — providing potential customers with the contact information of the providers who can best meet their logistics requirements,” he said.

Belts’ customers see how committed state and local governments are to the Port and also recognize the significant investment that Ports America has made in increasing and preserving operational efficiencies. “They feel better entering

into long-term business models that involve the POB, knowing that the POB is going to remain strong for decades to come.”

Belts is always looking for opportunities to expand and grow. “Whatever strategies we end up embracing, we know the Port of Baltimore will be a common component in all of them,” Smith said.

#### **THE TERMINAL CORPORATION**

is also thriving at the Port with more than 2 million square feet of warehouse space in the region. Their largest warehouse is located in the Point Breeze Business Center, which is the closest warehouse to the Seagirt Marine Terminal. This terminal moves more containers than any other facility in the Port, and its expansion has coincided with the developmental growth of Terminal Corporation.

“The growth of the Seagirt Marine Terminal has meant growth for Terminal Corp.,” said Scott Menzies, company Chairman. “We are the largest draymen of containers in Baltimore and have diversified our warehouse operations at the Point Breeze Business Center where we are adjacent to the terminal.

“We consider the MPA our partners. The sales team under Rick Powers works with us to develop new business constantly. You have to have infrastructure, and the MPA understands that and makes the investments necessary to be competitive in international commerce,” he said.



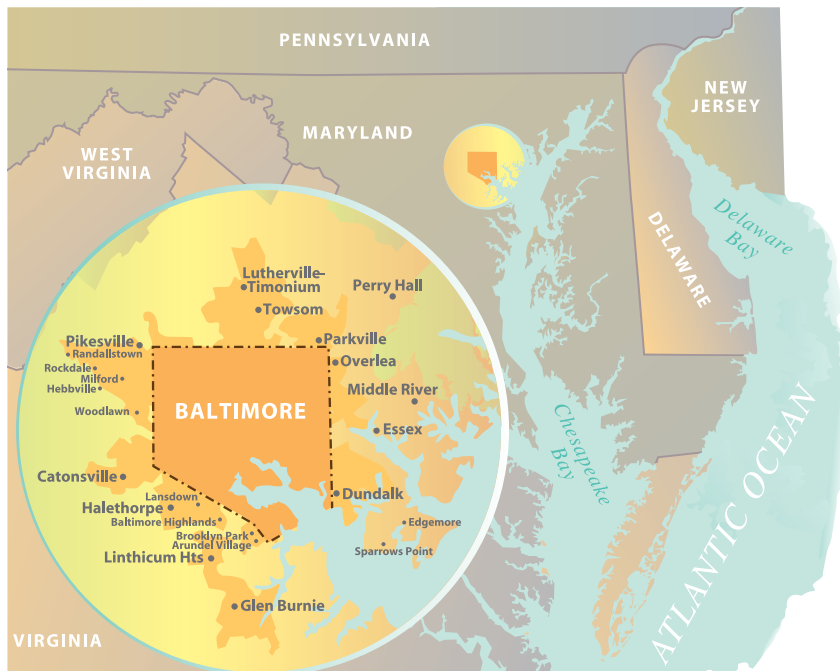
Over 2 million  
roasting/warehouse  
square feet between  
MD & PA locations

**TRADEPOINT ATLANTIC**, a redevelopment of the former Sparrows Point steel mill, aligns well with MDOT MPA, as its site has 3,100 acres and two Class 1 railroads. Cargo that comes into Baltimore needs a place to be stored and deployed, and Tradepoint is certainly well suited to handle these needs.

Ownership is rebuilding to meet the needs of the current market, expecting to reach 15 million square feet by the time full build-out is complete. More than 3 million square feet of modern facilities have already been built.

"Tradepoint Atlantic's strategic partnership with the Port of Baltimore continues to bring added value and logistical advantages to shippers and customers seeking to maximize supply chain efficiencies," said Mike Mullen, CEO of Tradepoint Atlantic. "The world class productivity of the Port of Baltimore combined with the multi-modal capabilities of our global logistics hub will drive the flow of commerce for the next generation."

Tradepoint recently received a \$20 million TIGER grant to further boost infrastructure, the largest amount allocated to any port in 2018. "The public sector is dealing with budget



Since 2008, the **Greater Baltimore** area has grown to include:

**26 MILLION**  
more square feet of  
warehouse space

**120  
MORE**  
warehouses

**50% INCREASE**  
in warehouses larger than 500K square feet



➔ *The Terminal Corporation's largest warehouse is located in the Point Breeze Business Center, which is the closest warehouse to the Seagirt Marine Terminal.*



COURTESY OF JLL

↑ **Tradepoint Atlantic, a redevelopment of the former Sparrows Point steel mill, has been a boon to the state's economy and continues to attract new business.**

deficits and high debt levels, and therefore, has to be careful about allocating funds to developments that will support growth and generate a high return. The award to Tradepoint underscores its importance to the



**TRADEPOINT  
ATLANTIC**

**Spec warehouse  
and other development  
in motion**

economy — locally and nationally,” industry experts said.

Perhaps most importantly, waterfront facilities still have capacity — potential that fits well with a renaissance in industrial growth around Baltimore as a whole. The Port is seen as critical to reactivating that capacity, with ample room to grow and create more jobs.

In addition, the Port is enjoying unprecedented success with its cargo. MDOT MPA officials recently reported that the public terminals at the Port had the best quarterly and six-month performance in the Port's 312-year history.



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**SEVERAL OTHER SIGNIFICANT RECORDS  
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General Cargo Tons:**  
2.80 million  
(old record Q1 FY18 – 2.77 million)

**Best First 6 Months for  
General Cargo Tons:** 5.56 million  
(old record FY17 – 5.32 million)

To help with this added growth, Governor Larry Hogan and the Maryland Board of Public Works approved a contract to turn a wet basin built for ship construction during World War II into seven more acres of storage for automobiles, roll-on/roll-off and other cargo. The project will also entail raising the elevation, adding a new storm drainage system, surfacing,

lighting and fencing and building a security booth.

The Port's track record for luring new business translates into more employment for the state. Business at the Port generates about 13,650 direct jobs, while about 127,600 jobs in Maryland are linked to Port activities.

Overall, the Port accounts for nearly \$3 billion in personal wages and salaries. In addition, the Port generates more than \$300 million in state and local tax revenues.

More supersized container ships are arriving each year at the Port through the enhanced Panama Canal, which has been a boon to business. MDOT MPA has met the logistic challenges of the increased cargo by acquiring additional property, such as a 70-acre parcel at the Point Breeze Business Center, directly behind the Seagirt Marine Terminal on Broening Highway.

"The Port of Baltimore is geographically located within a region that includes many distribution centers and warehousing facilities. Companies that have chosen to construct these facilities in close proximity to the Port of Baltimore know the many advantages of this region, including being located in one of the largest U.S. consumer markets and being very close to both Interstate 95 and Interstate 70, a direct link to the Midwest," said James J. White, Executive Director of the MDOT MPA. 🌐



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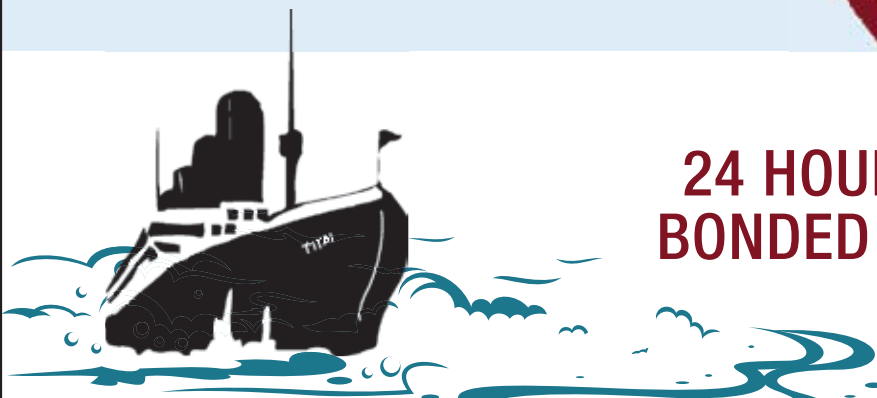
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# Feels



**W**hen the time arrived for ACL to christen its new G4 vessel, the *Atlantic Star*, it was only fitting that the ceremony be held at the Port of Baltimore.

"We've been coming here for 51 years," ACL CEO Andrew Abbott said. "This is my favorite port. It was a no-brainer. We had to come to Baltimore first."

In September, a christening ceremony was held onboard the *Atlantic Star* at the Dundalk Marine Terminal. Commissioner Rebecca Dye of the Federal

Maritime Commission served as the vessel's godmother, and James J. White, Executive Director of the Maryland Department of Transportation Maryland Port Administration, presided over the ceremony.

"The opportunity to be the godmother of the *Atlantic Star* is personal to me," Dye said. "I'm honored that I was asked. I will faithfully discharge my responsibilities to my beautiful ship. Andy has been a great colleague and friend. Personalized customer service is a hallmark of this company and something I admire."

The ACL G4 vessels are the largest multipurpose roll-on/roll-off containerships ever built. Their

# Like Home

ATLANTIC CONTAINER LINE (ACL) CHRISTENS ITS NEW G4 VESSEL, *ATLANTIC STAR*, IN THE PORT OF BALTIMORE

BY TODD KARPOVICH | Photography by Bill McAllen





cutting-edge design increases capacity without significantly changing vessel dimensions. The G4s are bigger, greener and more efficient than their predecessors.

Their container capacity is more than doubled at 3,800 TEUs, with 28,900 square meters of roll-on/roll-off (ro/ro) space and a car capacity of more than 1,300 vehicles. The ro/ro ramps are wider and shallower, and the ro/ro decks are higher (up to 7.4 meters) than earlier ships with fewer columns which enables easier loading and discharge of oversized cargo.

Fuel consumption per TEU has been dramatically reduced, and emissions have been all but eliminated by scrubbers. The new fleet continues to employ ACL's unique cell-guides on deck, helping the company maintain a unique record: ACL ships have not lost a single container at sea in more than 35 years.

"It's the only one of its type in the world," Abbott said about the *Atlantic Star*. "You can see all of the containers and ro/ro stuff down below. It has a unique design. We're very big on the ro/ro side, so Baltimore is the main East Coast ro/ro port. We're also very big in the Midwest and Ohio Valley, and Baltimore is the main gateway to that part of the world. The Port treats us extremely well. We've known each other for a long, long time. They're easy to work with, and we get everything solved."

The *Atlantic Star* is registered in the United Kingdom. The original *Atlantic Star*, which was part of the

➤ (Top left) Guido Grimaldi, grandson of the ACL founder, traveled from Italy to attend the ceremony and lauded his company's partnership with the Port of Baltimore. (Top right). Members of ACL prepare for the official ceremony aboard the vessel. (Bottom) James J. White, Executive Director of the Maryland Department of Transportation Maryland Port Administration (MDOT MPA); Commissioner Rebecca Dye of the Federal Maritime Commission; Atlantic Star Capt. Tihomir Totev; and ACL CEO Andrew Abbott spoke to more than 100 guests aboard the ship.



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original ACL G1 fleet 50 years ago, also flew the British flag. The new *Atlantic Star* is one of five vessels in ACL's new G4 fleet.

However, the ship will have a significant presence in Baltimore, a place where ACL has been doing business for more than half a century.

"In my book, Jim White is the best port director in the United States," Abbott said. "No one christens ships anymore in the United States. You usually christen overseas. We wanted to do this one here special."

Thomas Simmers, Executive Vice President of the United States Maritime Alliance, Ltd., said one of the driving forces for the success of the Port is its strategic location. He also noted that the labor on the production side of the business has an excellent track record.

"This is a real maritime community," Simmers said about the Port. "They all want to work together. They are happy



*Thomas Delaney and Robert Henkel, both of Chesapeake Vehicle Escort, and Thomas Simmers, Executive Vice President of the United States Maritime Alliance, Ltd., were guests at the ceremony.*

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*Photo: Kathy Smith*

to sit down together and work through all of those small problems. It's a busy port, and the larger community realizes how important it is to the state. Jim has done a great job down here. Their numbers get better every year. Ro/ro is a great commodity. It creates a lot of labor."

ACL's success over its 50-year history has been measured by doing things differently from all its competitors. ACL has the most unique ships, sails to ports like Baltimore and transports oversized cargo that others cannot carry. Combined with the Grimaldi Group's ever-expanding service network, the new G4s will enable ACL to provide even more services to more places as a high-quality container and roll-on/roll-off operator for many years to come.

Guido Grimaldi, grandson of the founder, traveled from Italy to attend the ceremony.

**“We now have three services running from Baltimore to Northern Europe, the Mediterranean and also West Africa, so our commitment to the Port is big and has continued like this for a long time.” —Guido Grimaldi**

"The first call here was 1967, so it's been a long time," he said. "We now have three services running from Baltimore to Northern Europe, the Mediterranean and also West Africa, so our commitment to the Port is big and has continued like this for a long time."

Jim White remembers when he worked on the docks, saying you "could set your watch" to the arrival of the ACL vessels. The Port owns a 52 percent market share of all roll-on/roll-off cargo handled on the East

Coast. The Port also ranks first in the U.S. for the import and export of automobiles.

"ACL is going to continue to be very successful at the Port of Baltimore," White said. "On the East Coast, we have dominance with ... heavy cargo, like project cargo, farm equipment, construction machinery. That's what our Port is all about. These ships are built for that type of cargo. ACL is the best in the ro/ro business." 🌐



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➔ *A fourth generation of the Menzies family runs the Terminal Corporation. Company executives include (from left) Scott Menzies, Peter Menzies, Stuart Menzies, Perry Menzies and Jay Watt.*

# A True Partner

## TERMINAL CORPORATION HAS LONG TIES TO PORT OF BALTIMORE

BY KATHY BERGREN SMITH | Photography by Kathy Bergren Smith

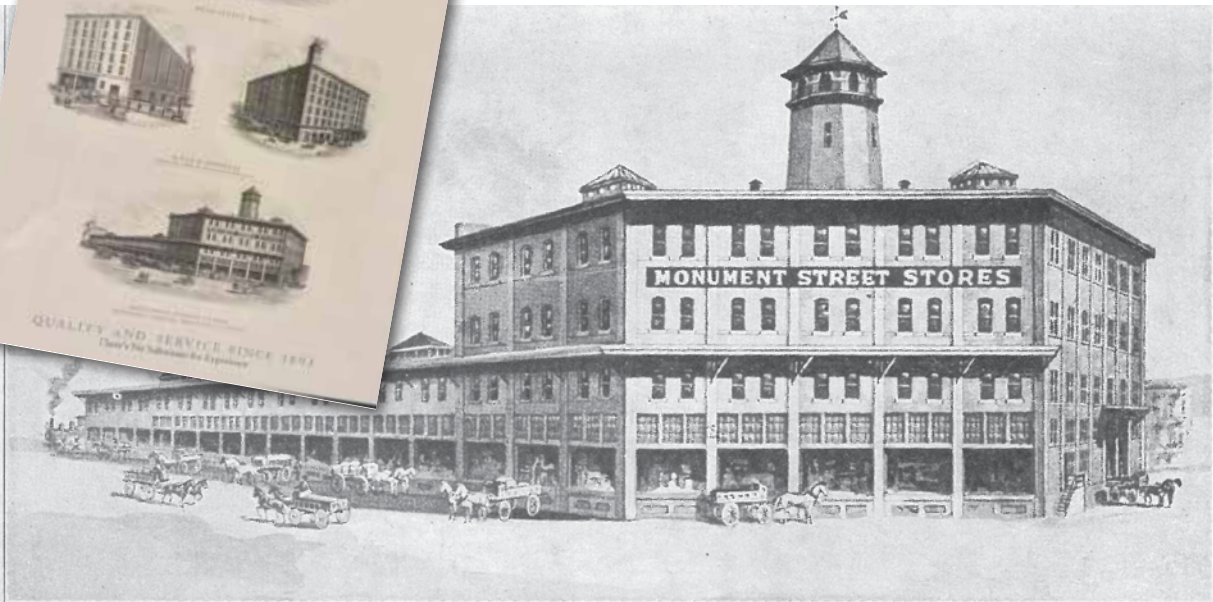


**T**his year marks the 125th anniversary of one of the Port of Baltimore's most committed partners. The Terminal Corporation is a warehousing and transportation provider that was founded by the Pennsylvania Railroad in 1893. Today, the fourth generation of the Menzies family is preparing to take the company through its second century. Three brothers, Stuart, Perry and Peter, work under the guidance of their father, Scott Menzies, the company Chairman with 45 years of experience at Terminal Corporation, and Jay Watt, a longtime employee who serves as President. The company motto is quite appropriate: "There is no substitute for experience."

Terminal Corporation tied its fortunes to the Port of Baltimore from the start. The first operation was on

Monument and Holliday streets, in a newly constructed building called the Hay Shed, where hay was delivered from farms along the Susquehanna River via the railroad and moved on horse-drawn drays to the Port. The need for warehouses increased, Terminal opened the Flour House and the Stores House, also in the city, and then moved closer to the piers, to Bond Street Wharf in Fells Point.

John T. Menzies came to Baltimore from Scotland in 1929 when the English food company Crosse and Blackwell expanded into the United States by opening a facility in Baltimore. The elder Menzies served as President of the company and was an active member of the industrial and port community. His address book from the 1950s holds entries for the President of Bethlehem Steel and both Mr. Black and Mr. Decker. His son, John Menzies, also served



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**“This warehouse is literally a stone’s throw from Seagirt. As the Seagirt Marine Terminal expands, this becomes a more and more strategic location.”**

*– Perry Menzies, Operations Manager*



as President of Crosse and Blackwell, until the family purchased Terminal Corporation, the company’s warehouse provider, in 1965.

Scott and his late brother, John “Jock,” took over from their father and uncle in 1984. Terminal Corporation became an integral part of the Port’s domination in forest products’ imports. They opened Tartan Stevedoring and joint ventured with a Canadian firm to create BalTerm, a paper-centric warehouse operation. Ultimately, with the help of Terminal Corporation, Baltimore became number one among all U.S. ports in handling forest products.

Today, Terminal Corporation has spun off the BalTerm operations, but the company still handles a considerable amount of forest products. But with over 2 million square feet of warehouse space, it has diversified into many other cargoes. The largest warehouse, in the Point Breeze Business Center, is the closest to the Seagirt Marine Terminal and moves more containers than any other facility at the Port.

“This warehouse is literally a stone’s throw from Seagirt,” said Perry Menzies, Operations Manager. “As the Seagirt Marine Terminal expands, this becomes a more and more strategic location.”

“What we provide is an ‘All In’ service for our customers,” added Jay Watt. “We get their container from the pier, deliver to the warehouse, store the contents and then send it off for delivery.”

In the 1970s, Terminal Corporation implemented one of the first



computerized inventory-tracking systems in the warehouse industry. Today, the “on-the-floor” command post positions pallets so they are organized for efficient pickup.

“Terminal Corp. is built on our experience, and that lends us a unique expertise,” said Scott Menzies. “For example, when my brother, Jock, went to New Orleans after Hurricane Katrina and saw the inefficiency of the delivery of aid supplies, he was appalled; he knew it could be improved.”

Menzies went on to found the American Logistics Aid Network, which provides a streamlined connection between governmental and

nongovernmental relief agencies during times of disaster.

The Menzies will mark the quasiqui-centennial by hosting a special dinner for Terminal Corporation employees at the World Trade Center at the Baltimore harbor. The celebration is in keeping with Terminal’s culture as a family business.

Over a quarter of Terminal Corporation’s employees have a decade or more with the company. “We provide industry-specific training and incentives for employees to find other good people, no easy task in this tight labor market,” added Peter Menzies. “Most importantly, they become part of the family.” 🌐



➔ (Top) The Terminal Corp. runs a bustling warehouse at the Point Breeze Business Center. (Bottom) Latrice Stevenson is floor coordinator for the Terminal Corp. paper operation.



## THE TERMINAL CORPORATION AT A GLANCE

**FOUNDED:** 1893

**HEADQUARTERS:** 1657 A South Highland Ave., Baltimore

**CHAIRMAN:** Scott Menzies

**PRESIDENT:** Jay Watt

**OPERATIONS MANAGER:** Perry Menzies

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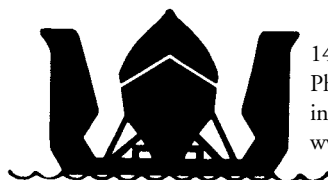
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# A Long Voyage

SMITH BROTHERS, INC. CELEBRATES  
100 YEARS OF MARITIME EXCELLENCE

BY TODD KARPOVICH | Photography by Kathy Bergren Smith



**S**mith Brothers Inc. embraces family tradition and an old-school work ethic.

J. Edward and Nelson Smith, the eldest of the brothers, launched the business by building piers in the West River area at the end of World War I. Since then, family members have continued to carry the torch, and the company is now celebrating 100 years of doing business.

"Smith Brothers has adapted to many changes in order to survive for a century," President Jeff Smith said. "When my father and uncles were driving piles in the 40s, they used steam cranes. While we embrace their tradition of hard work, we have found ways to modernize

➔ *Smith Brothers, Inc. has been doing business around the Port of Baltimore for 100 years. The Capt. Kenneth tugboat (above) was built by Smith Brothers in 2014. This photo (right) was taken in 1937 and shows a steam pile driver used by the firm.*



our operations to stay competitive.”

After J. Edward and Nelson launched Smith Brothers, the company continued to expand, eventually including six brothers and a partner. The company built its reputation on hard work and high-quality craftsmanship.

Today, Jeff Smith handles the day-to-day business with Operations Manager Preston Hartge. The next generation of Smith Brothers, Inc. stands on its solid reputation, currently providing barge rentals, tug service, contractors’ supplies, maritime equipment rentals and yard rentals.

Smith Brothers has remained a vibrant part of the Port of Baltimore. The company has partnered with companies like McLean Contracting to provide various services to the region, such as the delivery of emissions-reduction scrubbers to the Brandon Shores Power Plant on the Patapsco. The firm also works with shipping agents to assist in the delivery of groceries and other equipment to ships at the Annapolis anchorage.

“We also provide barge service to Hart-Miller and Poplar Island, as we are the closest place on the Western Shore to act as a depot for that project,” Jeff Smith said. “We have recently delivered 2,000 tons of specialized stone, heavy construction and their new office trailers.”

Smith Brothers started off as a pile-driving company. The automobile was making the once-remote villages along the Chesapeake Bay accessible to Washington and Baltimore. City dwellers started to discover the charms of the Chesapeake Bay and the enjoyment of recreational boating. The brothers expanded their services again, built piers and bulkheads for the newcomers.

After a tropical storm in 1927 washed out many of the new roads in Southern Maryland, the newly formed State Roads Administration awarded Smith Brothers a contract to repair them. Thus began a long history of government infrastructure work. Smith Brothers worked on the construction



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➔ (Top left) Preston Hartge, Operations Manager, and Jeff Smith, President, meet in the yard at Galesville. (Top right) The crew at the launching of one of three tugboats built by Smith Brothers. (Bottom) Smith Brothers recently assisted in the transport of the Air Force One replica up the Potomac River to National Harbor.

of the seaplane ramp at what is now Dundalk Marine Terminal, worked on the Harbor Tunnel and built bridges all around I-695 and across the state.

As the original brothers retired, Jeff Smith's father, Kenneth, bought them out until he was the sole owner. By the mid-1990s, contracting became very competitive with many out-of-state companies bidding on local work.

"We decided that if we couldn't beat them, we could rent to them," Jeff Smith said. "So we gradually shifted focus to renting the barges and heavy marine equipment we once used to build with to the contractors who were once our competitors."

Smith Brothers then began building their own barges to expand the rental fleet. Preston Hartge, Jeff Smith's childhood friend, is a U.S. Navy vet and licensed tug captain who returned to Galesville and joined the company. With his expertise, Smith Brothers expanded its tug service, and they have built three vessels.

"We had barges scattered all over the place that needed delivery and picking up, and I told Jeff, 'we need a chicken chaser to keep this flock in line!'" said Hartge. "He took on

the project of building the first tug, *Megalodon*, named for the prehistoric shark that roamed the Chesapeake. We have since expanded our rental fleet to include a dozen truckable tugs and 50 truckable barges in addition to the waterborne equipment."

Today, Smith Brothers operates three tugboats in the region. The U.S. Coast Guard has recently implemented a new inspection regime for vessels of this type. One of the company's tugs, *Capt. Kenneth*, was built right in their own yard four years ago. During the build, the company worked closely with the Coast Guard to ensure that the boat would comply with the new rules.

"We are very proud of our tugs and, in fact, the *Kenneth* is on track to be one of the first tugs in Baltimore

to receive its Certificate of Inspection," said Hartge.

Smith Brothers has been part of the Galesville community for more than 100 years. The Smith family has been in the area since the turn of the 19th century. Jeff Smith's grandmother was the post-mistress in Galesville, and his uncle is the honorary "mayor" of the unincorporated village.

Smith Brothers has been the major employer of the village for decades. During the height of its contracting operations, the company had eight crews of men working on jobs and several men in the yard.

"This was my backyard and my children's backyard," Jeff Smith said. "We have a tradition of working and playing on the bay. I am an avid crabber, and my daughters are sailors. We are



committed to keeping our beautiful waterways safe and clean. I am on the board of the West and Rhode Riverkeeper, and we host Smithsonian Institution research projects on our piers." 🌐

## SMITH BROTHERS AT A GLANCE

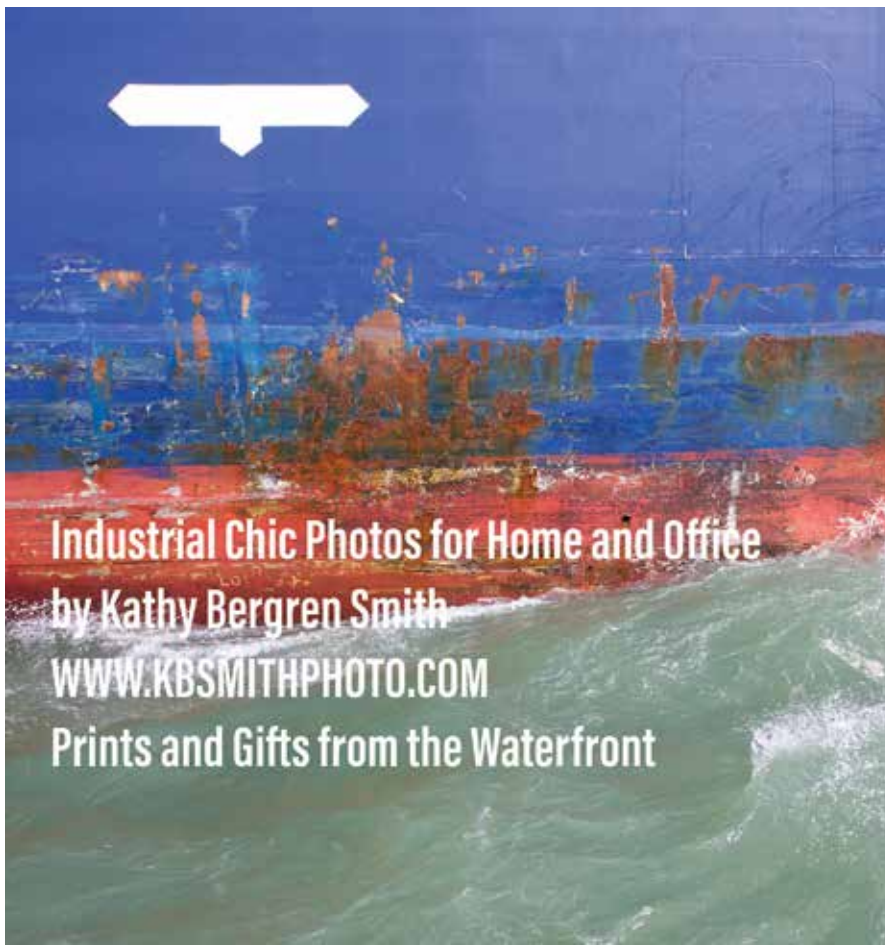
**HEADQUARTERS:** Galesville, Md.

**PRESIDENT:** Jeff Smith

**OPERATIONS MANAGER:**  
Preston Hartge

**FLEET:** Deck and spud barges, floating and land-based cranes, truckable tugs, sectional barges, crane mats, winches, barge pushers and excavators

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# “A Natural Fit”

KATHY DONNELLY CELEBRATES  
25 YEARS WITH CARNIVAL CRUISE LINES

BY MERRILL WITTY

**K**athy Donnelly, Business Development Director for Carnival Cruise Lines, just celebrated 25 years with the company, a milestone in anyone's career.

Her boss, Kirk Neal, Carnival's Regional Vice President, Eastern Region/Caribbean, says, "While Kathy's primary responsibility is to work with travel agents throughout the Maryland and Delaware states, which she does so well, she brings so much more to the job.

"Kathy embraces the community through her involvement in local trade organizations and has been an advocate and participant in the Special Olympics for many years. In our eyes, Kathy embodies the area. She is strong, passionate and unwavering in her service. I'm very fortunate to have an outstanding employee like Kathy Donnelly representing our company. Carnival is happy and honored to congratulate Kathy on her 25 years of dedicated service."

Such an enthusiastic comment couldn't be said about an employee who didn't love her job. That's the kind of thing that drives someone like Donnelly to be so successful.

It was a natural fit.

"I was raised in Miami, Fla.," said Donnelly, "and Carnival's headquarters is located there. Each week I would see these huge ads in the local paper about an open house for reservation



KATHY BERGREN SMITH

agents. A few friends went to work for Carnival and told me I would love it. The rest is history."

Of her current position, she said, "I go out and help local travel partners increase sales and build their business with Carnival. I cover Delaware,

Maryland, D.C. and Virginia."

Cruising out of Baltimore has been a real game-changer for mid-Atlantic vacationers — no more flying to Miami to embark upon a vacation at sea.

"Carnival remains committed to helping travel agents across the United

States and putting money in their pockets,” Donnelly said. “With 17 home ports in the U.S., Canada and San Juan, over 50 percent of North America is within a 5-hour drive to a Carnival port, and we’ve got more U.S. departures than any other cruise line. And with 26 ships in our fleet, you’re certain to find the right ship for your clients.”

Although Carnival has lots of repeat travelers, the company also wants to appeal to people who are unconvinced that cruising is their cup of tea. In trying to capture those first-time cruisers, Donnelly said, “We are America’s cruise line, and we believe fun is a choice. Ninety-nine percent of people who choose fun regret it zero percent of the time. After 45 years and 80 million guests, our vision at Carnival remains clearer than ever: To liberate everyone’s most playful self. To make the most memorable vacations accessible to all. To help grab fun when it floats your way.

“I just love working and building the relationship with my travel partners,” she added, “many of whom I now call family. I also love the part of my job that allows me to take a group of travel partners out to sea for a week to understand what a fantastic product we deliver. I show them that by promoting and selling a Carnival cruise you are helping families come together to create lasting memories.”

Cynthia Burman, General Manager of Cruise Maryland for the Maryland Department of Transportation Maryland Port Administration, said, “It’s been a pleasure working with Kathy Donnelly over the years. In this region when you think of Carnival Cruise Line, you think Kathy Donnelly. She’s been a constant light promoting the Carnival *Pride*, which is our homeport ship here in Baltimore.

“All of us at Cruise Maryland extend our congratulations to Kathy on her 25th anniversary at Carnival Cruise Line.” 🌐



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STORY BY KATHY BERGREN SMITH

## Historic Ramp at Dundalk Marine Terminal Played Key Role in History

**D**uring the Christmas season of 1944, British Prime Minister Winston Churchill met secretly with President Franklin Delano Roosevelt in Washington, D.C., to discuss Allied plans. When Churchill departed, he left on a “flying boat” from the Baltimore Municipal Airport on the banks of the Patapsco River.

The seaplane terminal was opened in 1932. Pan Am operated its Clipper Service from a ramp in what is now Dundalk Marine Terminal. This photo from 1930 shows the construction of the ramp. C.J. Langenfelder and Sons, a Baltimore contractor, hired Galesville,

Md.-based Smith Brothers to drive pilings to support the concrete ramp.

Commercial seaplane service was suspended during the war but the British used the terminal for their primary base in the U.S. The Army also used the airport as a base, both for seaplane and conventional crafts.

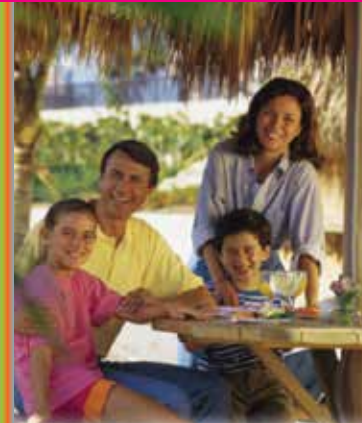
After the war, the airfield was renamed Harbor Field and served primarily civil aviators. By 1958, the field was closed and turned over to the newly formed Maryland Department of Transportation Maryland Port Administration to be converted into a marine terminal, which still operates today. 🌐



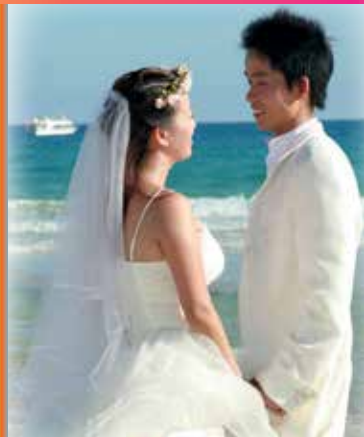
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